

Wide Area Information Servers™

Publishing Systems and Services

Wide Area Information Servers, Inc
Spring, 1994

Internet Applications

- Games
- EDI
- Shopping and Commerce
- Raw transport (X.25 replacement)
- Publishing

Network Publishing

Benefits vs. CD ROM

- Continuous updates
- No 600 meg size limits
- Interact with other distributed services
- No pre-consumption cost of printing and distributing
- Publisher keeps usage statistics

Network Publishing

Benefits vs. Traditional Online Services

- One service has access to multiple markets
 - AOL, Delphi Internet gateways
 - LAN distribution
 - Cable systems
 - International markets
- Publisher sets their own terms
- Publisher gets greater % of revenue

WAIS Inc: Network Publishing

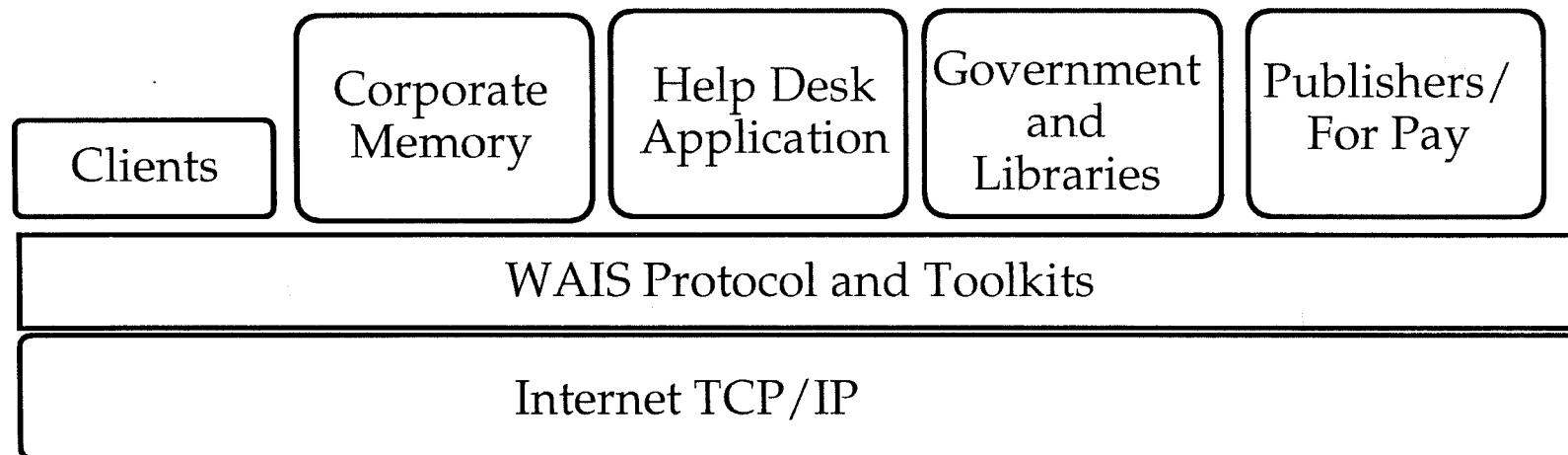
- **Founded June 1992 from 1990 Consortium of Apple / Thinking Machines / DowJones / KPMG**
- **Technology: 2 Founders from Supercomputing**
- **Internet: Experience in Building an Internet System**
- **Publishing: 2 Founders from Publishing**

WAIS Inc Customers and Partners

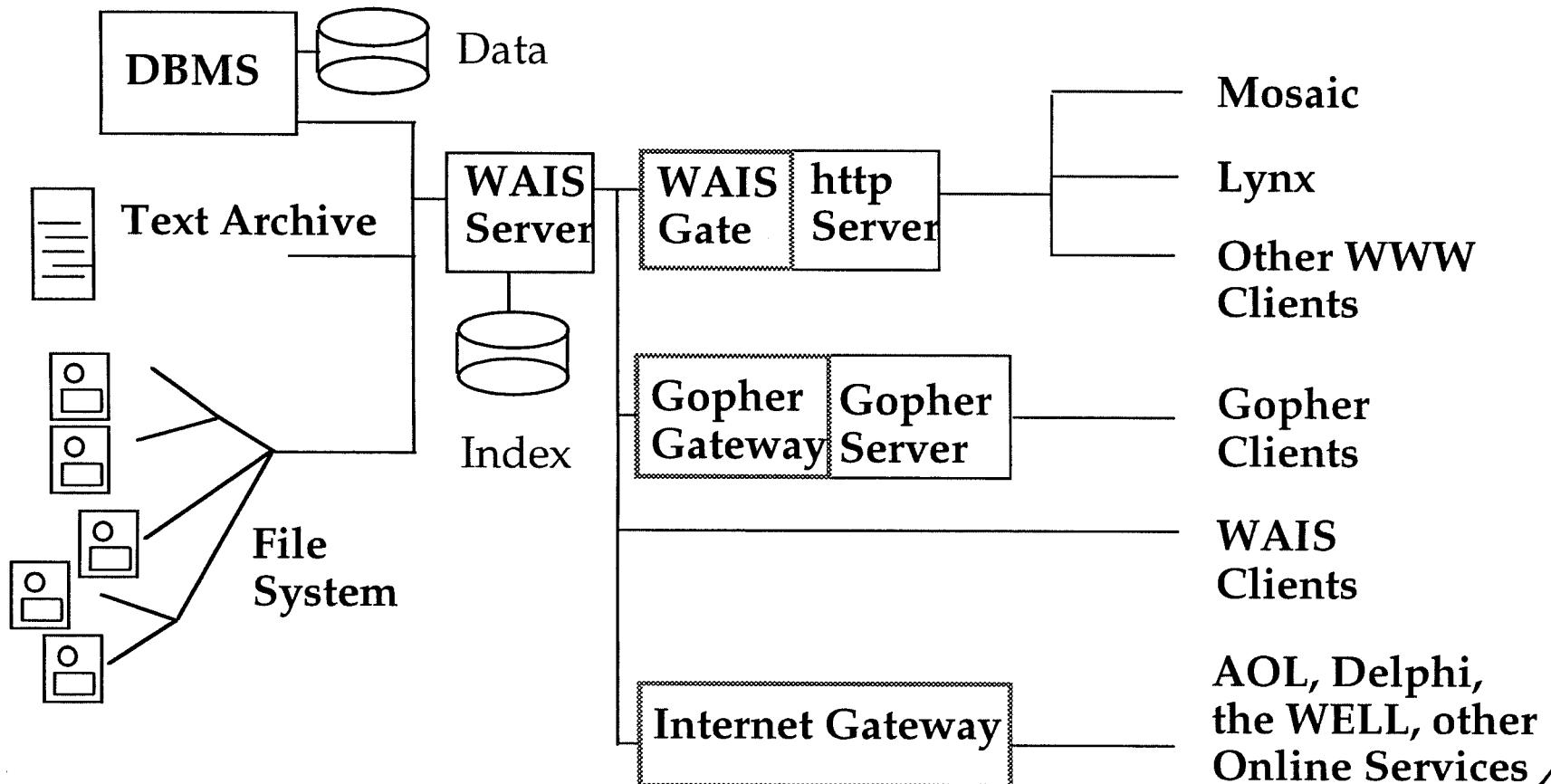
- Large Corporations
 - Fujitsu, Intel
 - Perot Systems, Mitre
- Publishers
 - Dow Jones, Encyclopedia Britannica, Scholastic Inc, WestLAW
 - Sun Microsystems, Novell
- Government
 - NASA, Defense, Intelligence, GPO
- Libraries
 - Library of Congress, Rice University

WAIS Inc. Position

- WAIS Inc. Brings:
 - Application Protocols
 - Database Server Technology
 - Wide Area Network Expertise
- Work with Industry Partners

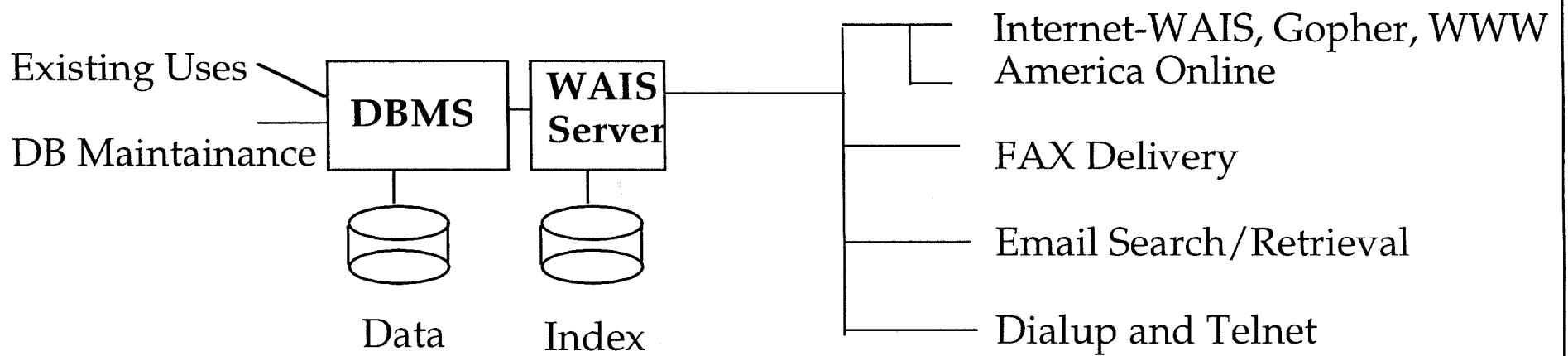


Where the WAIS Server Fits



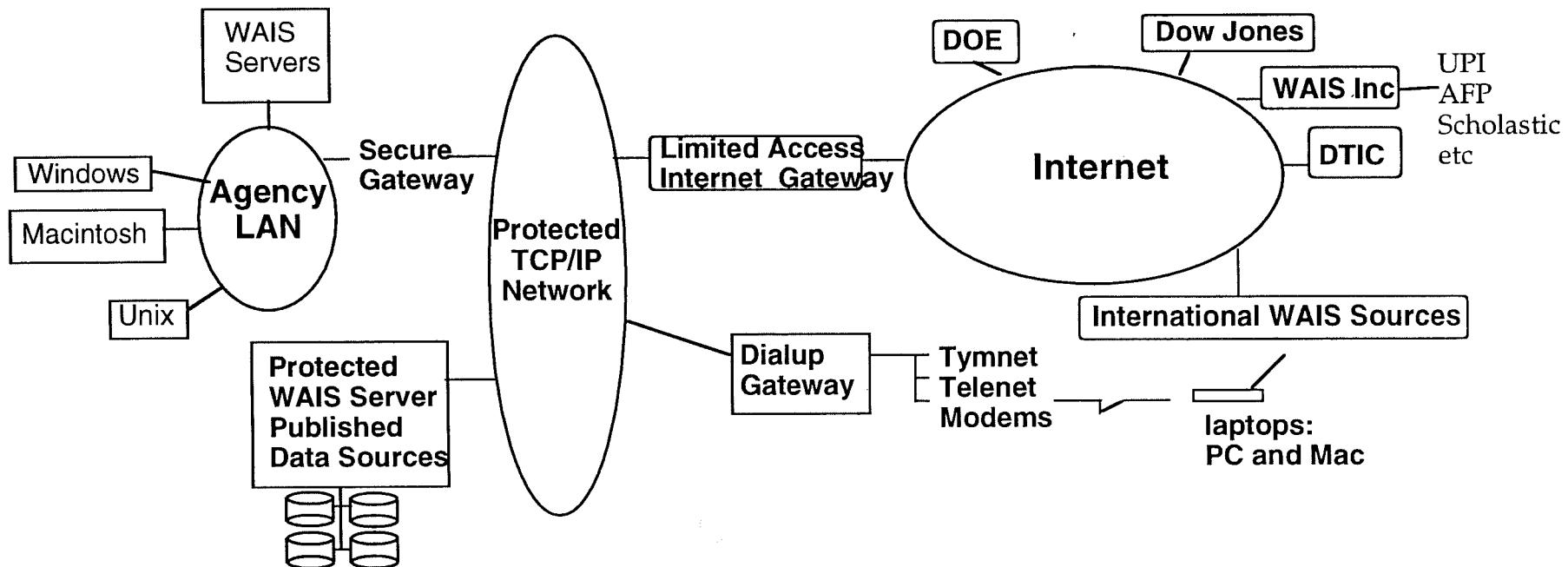
Some WAIS Systems

Defense Technical Information Center WAIS System

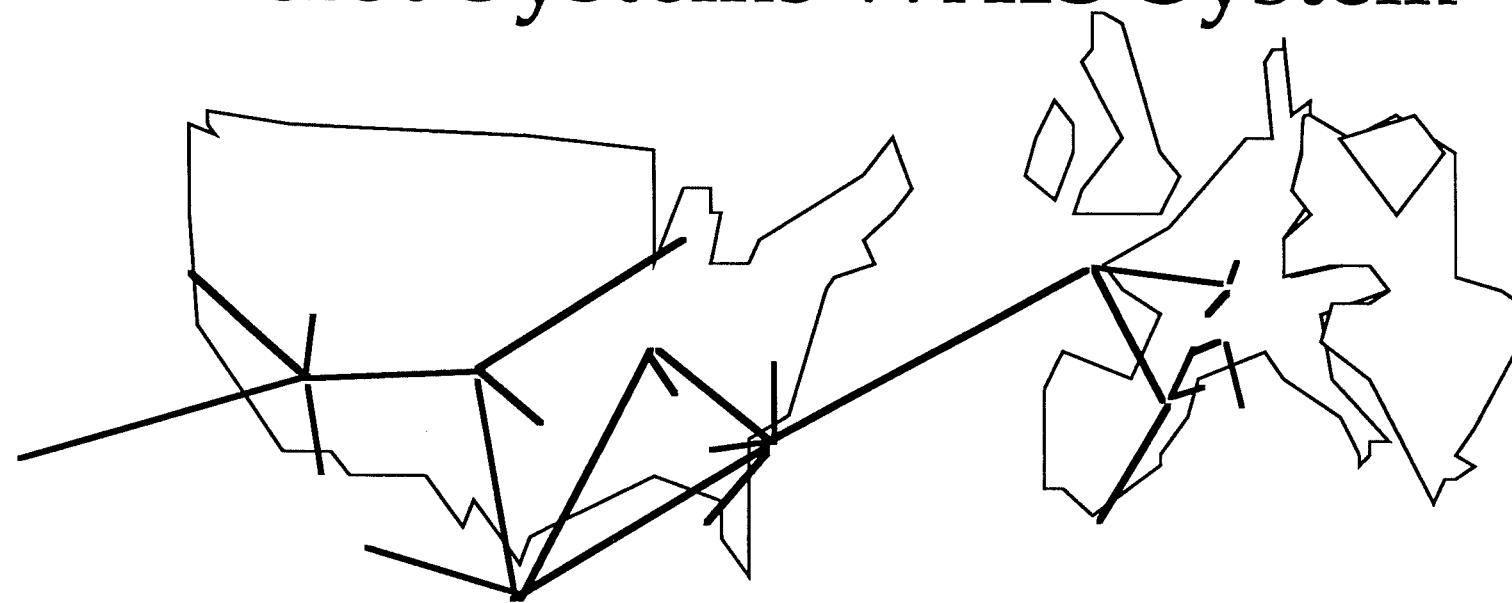


- Project Just Starting (due within 1 year)
- Increased access to Databases and Documents

US Intelligence Agencies Open Source WAIS System



Perot Systems WAIS System



- **Corporate Information**
 - Resumes, Company Policies, Presentations, Contracts, Proposals, Phone book
- **Published Info**
 - CDROM's, Internet resources

How to contact WAIS Inc.

- **Mosaic access:** <http://www.wais.com>
- **anonymous ftp access:** [ftp.wais.com](ftp://ftp.wais.com)
- **Email for information:** info@wais.com
- **Phone:** (415) 617-0444